Energy Efficiency in Small and Medium-sized Enterprises

ENGINE

In the EU 25, 23 million SME provide around 75 million jobs and represent 99% of all enterprises. However they seldom have the capacity to systematically exploit energy savings. ENGINE aims at helping the engine of European economy become more energy efficient. ENGINE addresses managing and technical staff in SMEs of the automotive, metal and wood processing sectors as well as food industries and energy efficiency advisors in professional associations, Chambers of Industry and Commerce, energy service companies or relevant stakeholders in public authorities in the partner regions. The activities of ENGINE will include specific energy efficiency checks for the SMEs and training for potential and existing energy advisors to support capacity building on both sides. In addition to these straightforward measures, ENGINE will aim at setting up regional networks and promotional campaigns for energy efficiency in producing industries.

Results

- Information and motivation campaigns on energy efficiency/energy services to accelerate market launch
- 575 (target 500) key market actors participated in round tables and motivation events to implement a top-down momentum
- 610 (target was 250) trained energy auditors joined in expert pools and networks in AT, DE, IT, SE and UK
- 55 energy efficiency checks carried out in different industrial branches to show a variety of energy efficiency options for SMEs. An average of 12% of energy saving potential was identified in the participating companies.
- Nation- and Europe-wide dissemination of results, including 10 national workshops, a European workshop during Hannover Messe 2009

Lesson learned

- In contrast to the difficulty to get enough SME carrying out checks, the implementation of training was exceptionally successful and met a true demand – be it either for auditors, consultants, but also for staff within the SME. practical approaches are much appreciated by the participants. A common experience in all countries was that the capacity building for experts or training for in-house personnel is needed and welcome despite difficult economic conditions.
- It seems essential to create exchange platforms for the involved actors dealing with energy efficiency in SMEs. This allows the creation of a dynamic area where constructive discussions and exchange are fostered. It has been noticed that participants consider word-of-mouth recommendations much more trustful than the only advice of a consultant. Moreover, such
exchange arenas, like the events organised within the campaign activities, have proven helpful for the realisation of economies of scale.

- The implementation of energy checks has turned out to be a valuable support for the companies involved. The expertise of well qualified and branch-specific consultants has already shown in many cases existing energy saving potentials and how to reach them. It is necessary that consultants work in close cooperation with the company, able to deal both at management and technical levels within the company. The energy check should be seen as a door opener and an indicator for future implementation.

**Partners and coordinator**

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<tr>
<th>Partner</th>
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<tr>
<td>Target GmbH</td>
<td>Germany</td>
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<tr>
<td>Energon Energie- und Umweltmanagement GmbH</td>
<td>Austria</td>
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**Budget**
Overall budget: 790.261,00 € (EU contribution: 50,00 %)

**Key documents**
- [Fact sheet](#) 485.5 KB
- [Final slides](#) 304 KB
- [Project brochure](#) 1.13 MB
- [ENGINE - Key Results](#) 4.69 MB

**In brief**
Sector: Industry
Duration: 01/10/2007 to 31/03/2010
Contract number: EISAV/EIE/07/104/2007
Website: http://www.engine-sme.eu

**Tags:**
- SME
- performance

**Related projects**
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